

**NEW HAMPSHIRE REAL ESTATE COMMISSION**  
**MEETING MINUTES**  
**May 19, 2020**

A meeting of the New Hampshire Real Estate Commission was held on Tuesday, May 19, 2020 at 8:30 a.m. due to the Covid-19 Pandemic and the current State of Emergency in New Hampshire, the meeting was held via teleconference.

Present via video: Commissioners: Daniel Jones from his home, Richard Hinch from his office, Steven Hyde, Esq from his office, Paul Lipnick from his home office, and Susan Doyle from her home office.

Also present from OPLC: Division Director Joe Shoemaker via video, Board Administrator Rick Wisler and Bobbie Mayo via video from the Commission office. Investigator Michael Porter appeared via video. Numerous members of the public were also in attendance via video and telephone.

**I. CALL TO ORDER –**

The meeting was called to order at 8:32 a.m. by Chairman Hinch. He then read an opening statement regarding emergency conference call rules and procedures and requested a roll call vote of attending Commission members including location.

**II. READING AND APPROVAL OF THE MINUTES –**

Commissioner Hyde moved to approve the April 21, 2020 meeting minutes with the addition of a statement indicating that the general public was in attendance via video and telephone, seconded by Commissioner Doyle. The motion passed unanimously by roll call vote.

**III. NEW BUSINESS –**

Appointments:

- A. Melinda Torrens – Ms. Torrens appeared for her appointment to request to manage more than one office via video conference. Ms. Torrens explained to the Commissioners that she is licensed in four states and that she manages multiple offices throughout those states. Ms. Torrens continued to explain that she uses a cloud based connection with all agents to appropriately oversee staff. In the fall the same office made a similar request and presentation and uses a robust virtual

on-line platform to manage staff. Commissioner Hyde referenced RSA 331-A:16 which states a manager broker shall be assigned to each office, and does not prohibit a principal broker from also managing offices. Commissioner Doyle asked for a brief overview of the system. After a brief discussion Commissioner Hyde made a motion, seconded by Commissioner Doyle to approve Ms. Torrens request to be the Principal Broker and Managing Broker of multiple EXP Realty offices located in Concord, Gilford and Plymouth. Motion passed 4-0 by roll call vote, Commissioner Jones was not present for the vote. Ms. Torrens mentioned that the Concord office would become a branch office and that they would be opening a new main office in Portsmouth, she inquired as to whether or not she would have to appear again. The Commissioners answered her affirmatively.

- B. Christine Tatro – Ms. Tatro appeared via video conference to request to be the Principal Broker of her own firm while maintaining an Associate Broker status under Exp Realty. Commissioner Hyde voiced his concern with possible conflicts of interest but stated that he did not know of any specific statute prohibiting the request. Administrator Wisler stated that we had sent a request for guidance on this issue last fall to the Attorney General’s office but we have not yet heard a response, Ms. Tatro explained that she had been working as a broker for both firms for numerous years and that she is relinquishing responsibility by becoming an associate broker for Exp Realty. If no vote were to take place then her status would maintain as “status quo”, Commissioner Hyde was concerned that this could lead to legal ramifications. Commissioner Lipnick made a motion to approve Ms. Tatro, the motion was seconded by Commissioner Jones. The motion passed unanimously by roll call vote. Commissioner Hyde asked staff to continue pursuing Attorney General Advice and to notify all parties once it is received.
  
- C. Justine D’Amour – Ms. D’Amour appeared for her equivalency appointment via video conference. Ms. D’Amour gave a brief description of her experience in Illinois and stated that she closed approximately 4 sales per year. She previously submitted to the Commission nine transactions consisting of three sales and six rentals. Commissioner Hyde voiced his concern regarding the lack of sales experience. Commissioner Doyle shared Commissioner Hyde’s concern and added that a Broker is someone a salesperson turns to for advice. Commissioner Hyde referenced RSA 331-A:10 for equivalency requirements. After a brief discussion Ms. D’Amour requested to withdraw her request for equivalency.

Commissioner Lipnick Left the Meeting

D. Gita Burzycki - Ms. Burzycki appeared via video for her equivalency appointment. Ms. Burzycki stated that she has years of sales experience in Connecticut and had previously submitted to the Commission seven sales transactions. After a brief discussion regarding the interpretations of RSA 331-A:10(c)(1), Commissioner Jones made a motion to approve equivalency, seconded by Commissioner Hyde. Motion passed 4-0 by roll call vote. Commissioner Lipnick was not present.

**IV. OTHER BUSINESS –**

Questions and Comments: Commissioner Hinch addressed all meeting attendees, he summarized the work being done between the Commission, OPLC, and the Governor's office regarding emergency orders and the current state of emergency. The language submitted by OPLC to the Governor addressed exam extensions and remote pre-licensing education, the specific wording needed to be "tweaked" a couple of times but should be issued within the next couple of days. Remote pre-licensing will be in effect after the order is effective, and expire when the emergency order is lifted. Further information will be provided as soon as possible after the order is finalized and Real Estate Commission staff has an opportunity to review.

Commissioner Jones went on record to inform the Commission of the passing of Paul Griffin, the CEO of New Hampshire Association of Realtors.

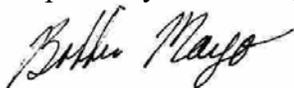
**V. NEXT MEETING –**

The next meeting is scheduled for Tuesday, June 16, 2020 at 8:30 a.m.

**VI. MEETING ADJOURNED –**

At 10:12 a.m. an appropriate motion was made by Commissioner Jones, and seconded by Commissioner Hyde to adjourn the meeting. The motion was unanimously approved.

Respectfully submitted,



Bobbie Mayo  
Supervisor II